



SHUHAIB K S

SALES EXECUTIVE

Contact

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Address
Sharjah, United Arab Emirates

Education

2020
Bachelor of Commerce
Bharathiar University

2016
Higher Secondary Certificate (+2)
ICA Higher Secondary School

2014
Secondary School (SSLC)
REHSS, Thozhiyoor

Expertise

- Excellent Selling Skills
- Negotiation Skills
- Communication Skills
- Product Knowledge
- Problem Solving
- Product Knowledge
- MS Office
- SAP

SUMMARY

Results-driven sales professional with a **strong background in FMCG** and proven success in client acquisition and retention is presented. Enthusiasm for building long-term relationships while exceeding sales goals is demonstrated through effective negotiation and problem-solving skills. A commitment to contributing to a dynamic team environment and a passion for delivering exceptional service to clients are evident. The opportunity to align personal values with organizational objectives is eagerly anticipated.

WORK EXPERIENCE

VAN SALES EXECUTIVE

NAZIH TRADING LLC (FMCG) | Sharjah, UAE



10/2022
11/2024

- Build and maintain a strong relationship and partnership with customers especially with decisions makers.
- Achieve the companies KPI.
- Maintaining the planogram of the brands and build the visibility and availability of the brands across the territory.
- Consistently achieved and exceeded sales targets by implementing strategic sales plans and focusing on revenue growth.
- Managed customer orders, ensuring accurate and timely delivery of products to clients.
- Executed promotional campaigns and in-store marketing activities to boost product sales and brand awareness.
- Monitored product displays and stock levels, ensuring products were presented attractively and adequately stocked.
- Managed the entire order cycle, from taking orders to ensuring timely deliveries and resolving any delivery issues.
- Built and maintained strong relationships with key accounts and clients, fostering long-term partnerships.

VAN SALES

AL REEM ALARABY BAKERY | Sharjah, UAE



2018
2020

- Oversee the processing of client orders to ensure timely delivery of purchased units.
- Conduct negotiations with clients to reach a profitable bargain.
- Set sales objectives and establish action plans for achieving set targets.
- Oversee the merchandising and display of cars in a sales outlet.
- Collect, analyze and interpret sales records/transactions to ensure balanced accounts.
- Process requests of customers who wish to part-exchange their current car for a new one.
- Maintain contact with clients to provide post-sales services, obtain customer feedback and resolve any arising customer issues.

VAN SALES

AL HAJIR FRUITS & VEGETABLE LLC | Sharjah, UAE

2016
2018

- Using a consultative sales approach to develop long-term customer relationships.
- Identifying, qualifying and selling to new prospects.
- Developing close customer relations through on-site and customer visits.
- Establishing and maintaining regular contact with customers.
- Negotiating the terms of any sales agreements.
- Keeping accurate records of all sales and prospecting activities.

Personal Info

Date of Birth: 13/05/1997

Nationality: Indian

Driving License: UAE (Manual)

LANGUAGES

English	<div></div>	Hindi	<div></div>
Malayalam	<div></div>	Arabic	<div></div>

DECLARATION

I hereby declare that all the information given above is true and correct to the best of my knowledge.

SHUHAIB K.S